

Message Text

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PAGE 01 PARIS 07009 091256Z

43

ACTION EB-07

INFO OCT-01 CIAE-00 COME-00 DODE-00 NRC-07 NSAE-00 USIA-15

TRSE-00 EUR-12 ERDA-07 ISO-00 MC-02 ACDA-10 /061 W

----- 055557

R 091240Z MAR 76

FM AMEMBASSY PARIS

TO SECSTATE WASHDC 8638

UNCLAS PARIS 07009

EXCON

E.O. 11652: N/A

TAGS: BEXP FR

SUBJ: EXPORT CONTROL--LICENSING PROCEDURE FOR
S.E.P.S.I.

REF: STATE A-203, 14 JAN. 1974.

1. WTDR ON SUBJECT FIRM SUBMITTED BY PARIS 57L3.

2. INTERVIEWS WITH S.E.P.S.I. (LECOUT, WHO HANDLES BELL AND HOWELL LINE) AND BELL AND HOWELL FRANCE (CELLER) HAVE ESTABLISHED THAT S.E.P.S.I. WAS FOUNDED IN 1971 AS INDIRECT RESULT OF BELL AND HOWELL'S TAKEOVER OF CERTAIN MOTOROLA SALES OPERATIONS IN FRANCE. FOUNDERS OF COMPANY WERE THREE EX-MOTOROLA EMPLOYEES WHO DECIDED TO OPEN OWN FIRM; CHAIRMAN RIBOUX IS ONE OF THESE FOUNDERS. MAJOR PART OF FIRM'S BUSINESS HAS COME FROM AGENCY RELATIONSHIP WITH FRENCH FIRM SECREE (MAGNETIC TAPE ENCODER UNITS), BUT FIRM HAS ALSO HAD FRENCH DISTRIBUTORSHIP FOR OPTICAL READERS MADE BY CHATSWORTH. RECENTLY, BELL AND HOWELL HAS DECIDED TO GIVE S.E.P.S.I. EXCLUSIVE FRENCH DISTRIBUTORSHIP FOR ITS LINE OF OPTICAL READERS AND HAS RELEASED ITS EMPLOYEE, LECOUT, TO WORK FOR S.E.P.S.I. FOR THAT PURPOSE. EXPECTED ANNUAL VALUE OF THIS BUSINESS ABOUT \$200,000.

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3. WHILE S.E.P.S.I. OFFICIALS WERE PREVIOUSLY NOT
VERY FAMILIAR WITH U.S. EXPORT REGULATIONS THEY CLAIM
THAT THEY ARE NOW THOROUGHLY BRIEFED BY BELL AND
HOWELL. WE HAVE FURNISHED THEM WITH CURRENT DENIAL
LIST AND RECOMMEND THAT THEY BE ACCEPTED AS CUSTOMERS
UNDER FC-243 PROCEDURE.
RUSH

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NNN

Message Attributes

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Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Control Number: n/a
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Draft Date: 09 MAR 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Margaret P. Grafeld
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04 MAY 2006

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